

**Comparative Sales -- Existing Homes -- March 2004**  
**San Diego County**

**Mar-04**

|                                | <b>Combined</b>        | <b>% Change from<br/>Prior Year</b> | <b>% Change from<br/>Prior Month</b> | <b>Attached</b>        | <b>Detached</b>        |
|--------------------------------|------------------------|-------------------------------------|--------------------------------------|------------------------|------------------------|
| Total Sales Volume March 2004  | <b>\$1,738,379,455</b> | <b>19.39</b>                        | <b>32.31</b>                         | <b>\$423,614,023</b>   | <b>\$1,314,765,432</b> |
| Average Sales Price March 2004 | <b>\$520,161</b>       | <b>22.21</b>                        | <b>1.90</b>                          | <b>\$374,880</b>       | <b>\$594,379</b>       |
| Median Sales Price March 2004  | <b>\$435,000</b>       | <b>24.29</b>                        | <b>4.00</b>                          | <b>\$330,000</b>       | <b>\$494,050</b>       |
| Sold Listings March 2004       | <b>3342</b>            | <b>-2.31</b>                        | <b>29.84</b>                         | <b>1130</b>            | <b>2212</b>            |
| Average Days on Market         |                        |                                     |                                      | <b>21</b>              | <b>40</b>              |
| <hr/>                          |                        |                                     |                                      |                        |                        |
| Total Sales Volume March 2003  | <b>\$1,456,059,439</b> |                                     |                                      | <b>\$335,863,042</b>   | <b>\$1,120,196,397</b> |
| Average Sales Price March 2003 | <b>\$425,624</b>       |                                     |                                      | <b>\$302,307</b>       | <b>\$484,934</b>       |
| Median Sales Price March 2003  | <b>\$350,000</b>       |                                     |                                      | <b>\$264,000</b>       | <b>\$388,000</b>       |
| Sold Listings March 2003       | <b>3421</b>            |                                     |                                      | <b>1111</b>            | <b>2310</b>            |
| Average Days on Market         |                        |                                     |                                      | <b>40</b>              | <b>53</b>              |
| <hr/>                          |                        |                                     |                                      |                        |                        |
| Total Sales Volume YTD 2004    | <b>\$4,385,675,835</b> | <b>22.64</b>                        | <b>NA</b>                            | <b>\$1,088,511,386</b> | <b>\$3,297,164,449</b> |
| Average Sales Price YTD 2004   | <b>\$513,185</b>       | <b>22.29</b>                        | <b>0.44</b>                          | <b>\$364,172</b>       | <b>\$593,335</b>       |
| Median Sales Price YTD 2004    | <b>\$420,000</b>       | <b>22.81</b>                        | <b>2.44</b>                          | <b>\$318,000</b>       | <b>\$478,000</b>       |
| Sold Listings YTD 2004         | <b>8546</b>            | <b>0.29</b>                         | <b>NA</b>                            | <b>2989</b>            | <b>5557</b>            |
| Average Days on Market         |                        |                                     |                                      |                        |                        |
| <hr/>                          |                        |                                     |                                      |                        |                        |
| Total Sales Volume YTD 2003    | <b>\$3,575,926,654</b> |                                     |                                      | <b>\$831,684,117</b>   | <b>\$2,744,242,537</b> |
| Average Sales Price YTD 2003   | <b>\$419,660</b>       |                                     |                                      | <b>\$299,167</b>       | <b>\$478,008</b>       |
| Median Sales Price YTD 2003    | <b>\$342,000</b>       |                                     |                                      | <b>\$263,250</b>       | <b>\$380,000</b>       |
| Sold Listings YTD 2003         | <b>8521</b>            |                                     |                                      | <b>2780</b>            | <b>5741</b>            |
| Average Days on Market         |                        |                                     |                                      |                        |                        |